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ABSTRACT

This paper attempts to provide a contextual study of CILA--Centro Interamericano de Libros Academicos--a new scheme for the distribution of scholarly books in the Americas. Because of the scheme's peculiar relevance to the needs of Canadian academic libraries, the status of Latin American studies and relevant library collections in Canada are first considered. The achievement of CILA and its limitations are reviewed in the historic and economic context of the problems involved in the distribution and acquisition of library materials from Latin America. Considerable attention is devoted to a study of these problems, and a brief survey is made of some of the attempts to overcome them. With this background, the purposes and operation of CILA are examined and an attempt is made to evaluate its contribution to the partial solution of some of the aforementioned problems. Finally, a number of conclusions are drawn from the examination. (Author)

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OCCASIONAL PAPERS

CILA: A NEW APPROACH TO PROBLEMS IN THE ACQUISITION OF LATIN AMERICAN LIBRARY MATERIALS

by

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INTRODUCTION

This paper attempts to provide a contextual study of CILA--Centro Interamericano de Libros Academicos--a new scheme for the distribution of scholarly books in the Americas. Because of the scheme's peculiar relevance to the needs of Canadian academic libraries, the status of Latin American studies and relevant library collections in Canada is first considered. In order to appreciate the achievement of CILA and its limitations, it is necessary to view it in the historic and economic context of the problems involved in the distribution and acquisition of library materials from Latin America. Therefore, considerable attention will be devoted to a study of these problems, and a brief survey will be made of some of the attempts to overcome them. With this background, the purposes and operation of CILA will be examined and an attempt made to evaluate its contribution to the partial solution of some of the aforementioned problems. Finally, a number of conclusions are drawn from the examination.

Brief scattered references to CILA are the most a researcher can hope to find in secondary sources. Therefore, in the attempt to view CILA in the context of the characteristics of the Latin American booktrade, the movement toward bibliographical control, and the trend toward cooperative acquisitions projects, extensive use has been made of primary sources. A review has been made of university calendars, promotional material, unpublished documents, correspondence and invoices, personal interviews with librarians whose institutions participate in the scheme, the Final Reports and Working Papers of SALALM published by the Pan American Union, and perhaps most important, personal handling and examination of books received from CILA by the University of Western Ontario Library System. Except where noted otherwise in the text or a footnote, the following background information is taken from the various papers of the SALALM conferences.

CILA stands at the crossroads of two important currents in higher education and librarianship today: the trend toward specialized studies of foreign countries in area study programs, and the movement toward cooperative acquisitions. The need has sought the means, and in CILA a method has been found to solve partially, as relates to scholarly publications, the problems of procurement and the establishment of bibliographic control. In many respects CILA's actual operation continues to suffer from imperfections, but as a concept it shows great interest and promise.

LATIN AMERICAN STUDIES IN CANADA

GROWING ACADEMIC AND GENERAL INTEREST

Perhaps the most important point to be noted regarding Latin American library materials is the increased interest in the principal universities of North America. Recent events in Cuba, the Dominican Republic, Chile and Argentina have created interest in the political, social, and economic environment of these countries, together with the disquieting realization that in a world which grows ever smaller, our destinies are not unrelated.

As recently as twenty years ago, LC, New York Public Library, University of California, and University of Texas were the only major libraries of North America to devote considerable funding and staff time to the acquisition of material from Latin America. In November 1968 the first national meeting of the new Latin American Studies Association was held in the U.S. Representing Latin American specialists both within and without the academic world, it is responsible for the publication of the quarterly Latin American Research Review. In short, there has been an overall pattern of recognition by American universitites and government that Latin America is an area on which research needs to be done.

In Canada, serious interest in Latin America has come much more slowly than in the U.S. Its traditional ties and university emphasis have been with Great Britain, France, and the Empire-Commonwealth. As recently as 1963, the situation for Latin American studies in Canada was not promising, as Hamlin and Lalande demonstrated in their reports to the Canadian Universities Foundation.[1] The Hamlin report revealed that Spanish was taught at thirty universities, of which about fifteen gave some attention to Latin America, most often to Spanish-American literature. While a few Spanish departments gave a course in the civilization of Spanish America, little trend was found towards the introduction of courses on Latin America in other departments. Among Canadian universities, only Laval, Toronto, and British Columbia offered Portuguese, while only Laval and Toronto had strong programs in Hispanic civilization.

However, in the years since the appearance of the Hamlin and Lalande reports, there has been a significant expansion of Latin American studies in Canada. Only three years later, in 1966, thirty-five Canadian colleges and universities offered Spanish as a language, ten offered Latin American history, five anthropology, eight geography, and two political science. There was the feeling that Canada had too long relied on the work of outside specialists and that it needed its own specialists who could put their training to work in universities, government, Parliament, the news media, and in the expansion of Canadian trade and industry. At an April 1964 meeting of the National Conference of Canadian Universities and Colleges the discussion group on Latin American studies recommended the encouragement of Latin American studies, expansion of library holdings, and provision of research funds because "the rapid and fundamental development occurring both in Canada and Latin America makes it imperative that there exist an understanding of one another's problems."[2]

J.C.M. Ogelsby, professor of history at the University of Western Ontario, envisions a promising future for Latin American area studies at Canadian universities, despite a rather slow start.[3] Since his report appeared, much has happened in Canadian institutions of higher learning, reflecting recent trends in the Latin American studies area. A survey undertaken in 1970 by Kurt Levy, Chairman of the Latin American Studies Programme at the University of Toronto, revealed the following interesting data.[4] Two Canadian universities, Toronto and Windsor, reported interdisciplinary undergraduate programs leading to a baccalaureate degree in Latin American studies. The University of British Columbia reported

a graduate program, and the University of Waterloo began a program in 1970-71 in cooperation with the OCPLACS. In 1969-70, some 2,840 undergraduate and 300 graduate students were enrolled in courses of Latin American content, the largest numbers of students in relevant courses being reported by Toronto, Calgary, Manitoba, Simon Fraser, Waterloo, Guelph, Laval, and Montreal universities. The figures provided by the Levy survey afford grounds for cautious optimism, revealing a growing involvement in Latin American studies on the part of Canadian institutions of higher learning, as do the statistics regarding course offerings.

Meanwhile, considerable activity has been happening outside of Canadian universities to point to a growing orientation among Canadians toward Latin America. A very significant event was the establishment in 1971 of the Canadian Association of Latin American Studies which serves as a medium of communication among Canadian academics in different disciplines engaged in Latin American research and teaching. Canadian companies having interest in the area have formed the Canadian Association for Latin America. Of particular interest because of the library focus of this project is the fact that in June 1970 the fifteenth Seminar on the Acquisition of Latin American Library Materials met for the first time in Canada at Toronto.

Canadian government and institutions have doubtless been slow to lead national interest in Latin America. In 1964, James McKegney of the University of Waterloo launched a scathing attack on the failure of Canadian opinion leadership to understand Latin America.[5] It was noted that not one Canadian newspaper had a permanent correspondent in Latin America, nor did the Canadian Broadcasting Corporation have a correspondent anywhere south of Washington, D.C. As McKegney pointed out, until recently Canadians have been obliged to depend upon U.S. wire services and television reports for information on Latin America. A place has expectantly awaited Canada at the Council of the Pan American Union, and Canada is not a member of the OAS. Indeed, Canada's Department of External Affairs did not establish a Latin American division until 1960. However, under Howard Green, Secretary of State for External Affairs in the Diefenbaker government (1957-63), Latin America came to the fore, and by July 1961 Canada had diplomatic representation in eighteen of the Latin American republics. This all means that Canadian librarians have been faced suddenly and squarely with the need to acquire material from a world where the book-trade, the economy, and indeed the whole culture are largely unfamiliar to Canadians.

DEVELOPMENT OF AREA STUDY PROGRAMS

With increased interest and national awareness of Latin America, the time was ripe for the establishment of area studies programs in Canadian institutions of higher learning, and it is in their support by libraries that CILA seems peculiarly relevant.

Once again, the United States, with greater reason for immediate political and economic interest in Latin America, led the way. Area studies

as understood today are primarily a post-World War II phenomenon, although a limited number of programs had existed in the United States since the early 1930s, including the University of California's (Berkeley) Latin American Program. However, it was principally the lack of language training and insufficient knowledge of the history, geography, politics and culture of lesser known areas of the world revealed in the war which necessitated the establishment of training and research programs on an area or regional basis. However, Latin America did not emerge as a major problem in the North American consciousness at the conclusion of World War II in the way that eastern Europe and Asia did, since the languages and literature of Latin America were reasonably accessible in comparison to those of Asia, Africa, or the Near East. Participation in the postwar area studies boom was delayed for Latin America by almost a decade and a half, with disastrous consequences for library holdings in the area. The existing prewar area study programs of the United States, founded when the spirit of isolationism was dominant, were largely devoted to historical and literary studies which were descriptive rather than analytical, and which made little or no attempt to deal with the economic and social problems of contemporary Latin America.

A statistical account of the increase in the number of area study programs offered in North American universities indicates the growth and vitality of this sort of program. In 1946 there were only 13 operating programs in the United States, including 6 for Latin America. In 1962 there were 135 programs in 62 universities. In 1931 Yale University offered only 4 courses, excluding languages, dealing with the non-Western world; in the academic year 1961-62, there were 34 such courses with a student enrollment of 2,363. Such growth is indicative of the acceptance of area study programs as a standard part of higher education by university administrations.

Area studies in Canada have only recently begun to develop. Levy's study[4] indicated that the disciplinary approach is still quite strongly entrenched in Canada, with roughly two-thirds of the individuals listed as chairmen of programs for Latin America hailing from the language departments and the remaining third from history and geography. Doubtless the most ambitious program for Latin American studies in Canada is that established for undergraduates in 1966 at the University of Toronto. In this program, Spanish language and literature form a large part of the course in the first two years, but since 1968-69 work is also done in anthropology, geography, history, political science, economics and sociology, and specialists are being added in these areas. Portuguese language and literature are also included. The University of Toronto program leads to a baccalaureate degree in Latin American studies. The University of Calgary has led the attempt to develop a Latin American Institute to offer university training in Canada. Calgary's Latin American Studies program began in 1966-67 with an initial base of history, anthropology and archaeology. The university's library holdings are growing but are as yet inadequate to support any major expansion in this field.

Mention should also be made of interuniversity programs of Latin American studies. An example with great potential is the OCPLACS founded in 1969 to promote interdisciplinary and interuniversity coordination of research and graduate teaching relating to Latin America and the Caribbean. The aim was partly to insure that students with interest in Latin America would have access to a wider range of human and material resources than could be provided in any one university. However, the project does not offer its own teaching program nor prepare students for special degrees. Involved are the University of Guelph, McMaster University, Queen's University, and the universities of Waterloo, Windsor, and Western Ontario.

As the foregoing indicates, considerable strides have been made in the expansion of Latin American area studies in Canada. More important, perhaps, is that the universities seriously developing an interest in this area are not willing to stop with the addition of a specialist in one discipline apart from language and literature, but hope to attract scholars in various fields. Concentration in Canadian area study programs has thus far tended toward Mexico and the Caribbean, a logical fact in view of the greater proximity and Canadian business, particularly banking, interests in the area.

Particularly in Canada, work needs to be done in assessing the library implications of area studies, which increasingly enjoy the support of scholarly associations and the government. Area studies programs have many financial and administrative implications for libraries which are beyond the scope of this paper, such as the provision of adequately trained personnel, special cataloging and reader services, as well as interlibrary and international cooperation. One of the basic and most persistent implications of such programs is book selection and acquisition with a view to the provision of adequate library resources to support a research program. Numerous surveys have indicated that many U.S. and Canadian libraries do not have collections sufficient for serious study of important areas, and it must be stressed that the availability and development of adequate library resources should receive prior consideration before any new area studies program is set up.

Area studies, which are by their very nature interdisciplinary, require new types of library materials. With the increased attention of those who control funding for research on Latin America and its corollary of training competent area specialists has come considerable change in the kind of problems being investigated. In the area of Latin American studies, the trend is away from complete devotion to the humanities to the presently more prestigious disciplines such as economics, sociology, and psychology, along with more behavioristically oriented brands of political science and anthropology. Naturally, investigators in these areas have brought with them quite different methodology for use in answering many kinds of questions, and need modern library materials which present the results of scholarly research in the social sciences with data, tables, field interviews, etc.

LIBRARY RESOURCES--DISASTER AREA

The United States is better provided than Canada with library resources. Indeed, it has been asserted with considerable justification that one of the most important contributions of the United States to scholarship on Latin America has been in the realm of library collections. Libraries such as those at University of California (Berkeley) and University of Texas afford better facilities for research and graduate training in Latin American studies than do universities where the major area centers are a postwar phenomenon. These two libraries, along with LC and the New York Public Library, are each superior as research collections to any library in Latin America. A glance at the catalog of the New York Public Library reveals a tremendous wealth of material in history, literature, geography and anthropology. Nevertheless, much more research needs to be done on the problems inherent in the provision on library resources from the underdeveloped and developing areas of the world.

In contrast to the situation in the United States, J.H. Parker's recommendation that in the area of Latin American studies Canada should "make haste slowly"[6] is based on the realization that inadequate library facilities may well prove a detriment to a well-intentioned endeavor. Levy, referring to Latin American holdings in Canadian university libraries, notes: "it is fair to say that the latter continue to be an 'underdeveloped,' not to say a 'disaster' area."[7] Canada's concern with Latin America is of recent vintage, and its academic libraries are paying dearly for decades of indifference. In the Levy survey, statistics are particularly discouraging when one considers that roughly two-thirds of the responses indicate poor library holdings in the very disciplines which form the basis of the normal Latin American area studies program. It seems fair to say that Canadian university libraries are woefully lacking in the Latin American field. Levy also felt, and the writer would concur, that some of the "concentrations" and "adequacies" reported are in reality not very adequate by any standard. The library, then, is one sphere where drastic reforms are essential if Canadian institutions of higher learning are to make any more than a token contribution to Latin American studies and rapprochement with Latin America.

While it is true that those universities with expanding programs in this area are receiving substantial financial aid from their administrations in developing at least undergraduate level library resources, it will surely be a number of years before any university library in Canada has sufficient holdings for graduate research. Hence there is the urgent need in Canada for a scheme such as CILA which will supply quality up-to-date research material from Latin America on a continuing basis. The librarian charged with the responsibility of obtaining library materials from Latin America enters a way full of pitfalls and frustration. According to John Harrison, "The acquisition librarian, only slightly less than a curator of an area library, should have, to the greatest extent possible, like any scholar, a 'long and intimate familiarity with place, language and culture ...the first requisite of the "area specialist" whether in Latin America or elsewhere.'"[8]

PROBLEMS IN ACQUIRING LATIN AMERICAN LIBRARY MATERIALS

In order to understand the need for a project such as CILA and the schemes on which it drew, it is necessary to examine the multifarious problems involved in trying to acquire library materials from Latin America, where publishing and the booktrade, especially outside Mexico and Argentina, are substantially different from what a librarian dealing with North America or western Europe may be used to. A very special combination of circumstances make up the Latin American booktrade. "The handling of Latin-American materials is not complicated by the variety of languages that must be dealt with in India or Southeast Asia, but I find it difficult to believe that mastering these languages can require a more continuous commitment than the effective acquisition of books published in Latin America. It is possible that in both cases the extent of dominance is relative at best."[9]

The Latin American booktrade has been the subject of a number of recent studies and reports made for the Pan American Union and the American Book Publishers' Council by Peter Jennerson; for Franklin Publications, by Wilbur A. Knerr; for the Council on Higher Education in the American Republics, by August Frugé and Carlos Bosch García, present director of CILA; for the U.S. Information Agency, by Albert Van Nostrand and John S.W. Wasley; by Daniel Melcher, vice president and general manager of the R.R. Bowker Company; and by Nettie Lee Benson, director of the Latin American collection at the University of Texas, in the interests of Stechert-Hafner Inc. of New York in preparation for its establishment of LACAP, now defunct. The number of these reports made between 1960 and 1963 and the variety of their sponsorship indicate how widespread was the conviction that, for U.S. publishers, libraries, and distributors, the Latin American book industry was unknown territory.

In 1956 Edwin Williams, onetime chief of the acquisitions department, Harvard College Library, and later assistant university librarian at Harvard, intimated that the need to make foreign books available to scholars in the United States was not so great for Latin America as it was for western Europe. In support of this opinion he quoted a study of research library acquisitions made in 1945, showing that "American research libraries had acquired 79 percent of the Mexican and 72 percent of the Peruvian books published during 1937,"[10] while for Belgium and Italy the acquisition rate was only 18 percent, and for France, 53 percent. These literally incredible statistics, apparently used as part of the basis for launching the Farmington Plan, seem to illustrate North American naiveté regarding the Latin American booktrade. As late as 1956 many major research libraries in the United States and Canada apparently had little idea of how books are printed and distributed in Latin America.

As evidence of the extent to which Latin American books fail to get to North America, Harrison refers to a recent study of the 4,800 titles cataloged during the six-month period from May to October 1964 by the Latin American collection at the University of Texas.[11] Over 63 percent were not cataloged elsewhere in the United States and a mere 17 percent of these titles had been cataloged by LC prior to or during that period. For the

more recent titles, original cataloging had reached the high proportion of 86 percent of books accessioned. The writer feels that the nature of the booktrade in Latin America and the difficulty experienced by librarians in the universities of Canada and the United States to deal effectively with it in the past are the major problems facing librarians responsible for the provision of adequate research facilities. The characteristics of this trade which render acquisition of Latin American material difficult for North American librarians has in the past also frustrated efforts to set up research centers in the social sciences and humanities within Latin America itself. Over a period of time, the services provided by CILA or a similar arrangement should go a long way toward obviating such difficulties, for it provides a continuous and systematic method of acquiring material from this developing area of the world.

The book publishing industry in Latin America has developed primarily only in Argentina, Mexico and Brazil. In all of the other countries there is some publishing but scarcely any major commercial publishing industry, the books published being often either subsidized or directly produced by the government. Minor exceptions of books published commerically exist in Uruguay, Peru, Colombia and Venezuela, but on a very small scale. Latin American acquisitions problems seem to have expanded in number and intensity with the passage of time and increased interest throughout the world in improving library services and collections in support of Latin American study programs. One meets with difficulties in finding publishers and authors, reluctance of dealers to handle national works due to the small margin of profit, refusal of university presses to sell their publications, lack of money for mailing publications, problems of exchange, etc.

A major problem in determining the adequacy of coverage of material coming out of Latin America is the inadequacy of reliable publishing statistics. No standard definition of "book" or "pamphlet" exists, and in Latin America, "edición" can be used to mean both a reprint and revised edition of a book. UNESCO estimated world book production in 1969 at about 496,000 titles, of which Latin America accounted for about 12,000 or 2.42 percent. However, available figures are often outdated. Accurate figures related to established norms and definitions are needed to determine how many books, translations, reprints, etc. are produced. In the absence of such figures it is difficult to measure the status of book production. In the meantime figures such as those provided in the Bowker Annual of Library and Book Trade Information must be taken as mere indicators rather than precise data. Private printing and distribution, lack of reliable up-to-date bibliographies in many regions, and the absence of provincial imprints in the booktrade of the capitals further distort statistics.

LATIN AMERICAN PUBLISHING IS DIFFERENT

Distribution

Latin American publishing is quite different from the North American or western European pattern. In Mexico and Argentina particularly, pub-

lishing has become more similar to that of North America or western Europe, but in some of the less-developed countries, the difficulties outlined on the following pages, while by no means universal, frequently complicate the picture. To begin with, some publishing houses in Latin America are little more than contract printers with no concern for distribution. Distribution may be left to the individual or organization footing the bill, nor do many such publishers keep records of what has been printed once the complete printing has been turned over to whoever paid for it. The relationship between author and publisher may be similar to what is called "vanity publishing" in North America, if it is even developed beyond the job printing stage. Often, if an author's work survives at all, it does so at the author's own expense.

Frequently also, an author will require the "editorial" or contract printer to give as the name of the printing establishment a name the author specifies, or not to give the name of the printer at all, making it extremely frustrating to try to buy books by making contact with printers and publishers. The author, even of a scholarly work, may carry the whole stock home and distribute them as he sees fit to friends and booksellers.

Nettie Lee Benson, who visited South America in 1960 on behalf of Stechert-Hafner, estimated that between 50 and 75 percent of the books published in the countries she visited were not distributed by the publishers, and in Bolivia and Ecuador the percentage can go much higher. Therefore only a small fraction--Benson estimated less than 10 percent--of the publications of Latin America ever reach the commercial market. The percentage may be higher now, but the problem is still far from solved.

Government, Semigovernment and Institutional Printing

Latin American publishing is also different in the amount and type of printing done by government, semigovernmental and institutional agencies. Publishing by such bodies includes not only official material but important works in literature, fine arts, and the social sciences. In 1958 the versatile Banco de la Republica in Bogotá, Colombia, published a fine Spanish translation of Sophocles. In 1972 Bogotá's Banco Popular published Articulos escogidos of Colombian author Juan de Dios Restrepo. Perhaps one-fourth of Latin America's book production falls within this category of publicly printed material and represents a particular headache for purchasing. Yet such material is often of the first significance for a research collection.

In Panama, a great deal of the publishing is done by the Ministry of Education, whose publications are not for sale. University press and learned institution publications, often of great moment for reporting research, particularly in the social sciences, were generally unavailable except through complicated exchange agreements. It is in this realm of scholarly publications that a plan such as CILA can greatly facilitate book distribution. If the author is a university professor, the university press may also turn back to the author the entire printing of his work for distribution, and then the problem is the same as for private commercial

printing. The booktrade is struggling and disorganized everywhere except for a few centers such as Mexico City and Buenos Aires, and even there the above-mentioned problems are by no means unknown.

While important new efforts have been made towards extending the coverage of acquisitions from Latin America, it must be pointed out that, until the advent of CILA, they were primarily concerned with books which get into the commerical market. Such efforts must be viewed in the light of Benson's estimate that a relatively small percentage of the material published in Latin America ever reaches the booktrade. The entire area of government documents, many periodicals, and the publications of universities, museums, academies, and learned societies were not well represented by Stechert-Hafner's LACAP plan. It is in the area of such publications, exclusive of periodicals and documents, that CILA fills a very real need. For example, in Ecuador, a country where the acquisition of books has long been particularly difficult, the Universities of Cuenca and Guayaquil and the Casa de la Cultura Ecuatoriana publish excellent material which is seldom for sale and little publicized. When this situation is taken in conjunction with the fact that the few large commercial publishing houses in Latin America deal primarily in translations, re-editions and textbooks, it is not unreasonable to estimate that many of the new titles by Latin American authors, especially in the less developed areas, are printed privately.

Private Book Publishing

The principal strength of book publishing in Latin America lies in the demand for school and university texts. Users of primary texts in particular form the single largest book market in most countries. Secondary school and university texts are also important to commercial publishing because they move more freely across national boundaries than the primary texts, which are usually prepared in accordance with specifications of the various ministries of education. Freer movement of secondary and university texts is possible because they are often neither government subsidized nor even produced in nonpublishing countries, which must therefore import them.

Translations

Publication of translations entails the additional costs of purchasing the translation rights and of actual translation of the material, and, as a result of these costs, the sale price of a translation is usually about 20 percent higher than an original publication. While the quality of translation of U.S. trade books is generally quite acceptable, translations of technical books are sometimes unsatisfactory, for it is difficult in Latin America to find translators with the necessary technical knowledge, translating and writing capacity, and the inclination to make a translation. Nonetheless, it is North American technical and research material, often published by the university presses, which is most desperately needed in Latin America, and which Latin American publishers,

particularly the scholarly ones, are seeking at an increasing rate to publish in Spanish and Portuguese translations. In facilitating the distribution in Latin America of North American university press publications, CILA has thus helped to fill a basic need in Latin America.

THE MARKET IS LIMITED

Book distribution and publication in Latin America are hampered by relatively small personal and institutional markets. The single greatest barrier to wide distribution and acquisition of North American material by libraries in Latin America is language. North American publishers could never hope to penetrate large sectors of the Latin American market with books in English. This particular barrier to the wide distribution of North American scholarly books south of the Rio Grande seems unsolvable. With time the language barrier may be lowered as English is increasingly established as a second language throughout much of Latin America. In most countries English is now taught through all or part of the high school and university curricula. However, the generally poor quality of high school English instruction militates against any very immediate influence on the purchase of North American books.

Doubtless a far more important reason why Latin America has never been very book-oriented is the problem of widespread illiteracy, which, for all practical purposes, has restricted the book market to well-educated, moderately well-to-do urban residents--a very small proportion of the total population. Education in Latin America, despite tremendous strides in countries such as Mexico and the notable exception of highly literate Costa Rica, is still in a generally retarded state of development. As recently as 1958 it was estimated that perhaps one-half of the adult population of Latin America was functionally illiterate.[12] Such a situation obviously results in the lack of an appreciable demand for books, which is still further reduced by poverty and the inaccessibility of books in rural areas. In most countries of Latin America--once again with the possible exceptions of Mexico and Costa Rica--financial resources are being channeled primarily into the development of agricultural and natural resources, industrialization and public health, leaving a relatively small proportion for the educational effort.

However, even the typical Latin American education would scarcely be calculated to stimulate a love for books, for most school students are still encouraged to learn by rote rather than to read intelligently. Often books, when read at all, are read by the teacher to the class and not by the students themselves. Even in secondary schools and universities, which, because of CILA's scope, are of most concern here, students are required to attend such long class hours that little time remains for outside reading or research.

Another factor limiting the production of books in Latin America is the lack of an appreciable institutional market, and the publisher, North

or Latin American, has little ready-made basic library market for first editions. Throughout Latin America, with a few exceptions such as Universidad Nacional Autónoma de México in Mexico City and Universidad Nacional de Buenos Aires, many libraries, both institutional and public, are useless and unused. Library budgets are often inadequate or nonexistent, so that the few books housed in the library are old, outdated, and unread. In this problem, CILA has provided a new stimulus with the provision of its up-to-date reference library in Mexico City and substantial grants of books, replaced by new acquisitions, to the Mexican provincial universities of Guanajuato and Guadalajara. Except in a few of the large cities such as Mexico City, Buenos Aires and Bogotá, professionally trained librarians are few. Public libraries, in fact, are frequently run on the principle that books are to be preserved rather than read, and books may be read only in the library. Often the "librarian" or director is held legally responsible for the books in his library, so that he has very good reason to keep the books under lock and key and purchase only the most inexpensive volumes, to reduce his personal risk. University libraries also leave much to be desired, for the nineteenth-century idea that books are in the same category as museum pieces is widely prevalent. Thus, if a Latin American becomes a devoted reader, it is more in spite of facilities, environment and education than because of them. His education traditionally has not trained him in the use of books; they are not readily available in libraries, and should he have recourse to a local bookstore in seeking serious material, a good hardbound American book may cost him one-half of a month's salary.

Because of the lack of a market for scholarly books, or indeed books of any sort, very small editions of serious material, varying from 500 to around 3,000 copies, are published. Serious books thus go out of print or become unavailable very quickly. Sometimes books which are reported agotado (out-of-print) may be simply out of stock, but the existence of a large pile of them under the author's bed is small consolation to a frustrated acquisitions librarian in North America. Since authors may foot the printing bill and distribute only to a few friends or stores, the edition may be limited for economic reasons. Thus the editions of new titles--and this has been particularly true of university press and learned institution publications--are so small that despite a poor distribution system they are soon exhausted from the attrition of gift and exchange, if not sale. Consequently libraries have from six months to a year to obtain new books by Latin American authors. CILA has taken cognizance of this fact, acquiring multiple copies for sale to customers and for wholesaling in Mexico City as soon as the books leave the press.

ECONOMIC PROBLEMS

Generally speaking, especially outside Mexico and Argentina, the book-trade in Latin America is seriously undercapitalized, resulting in " 1) the inability to carry large enough stocks over a long enough period to take full advantage of even the existing market, 2) inadequate premises and clerical personnel, 3) dishearteningly inadequate sales staff working out-

side the store, and 4) negligible advertising and promotion. Traveling salesmen, mail promotion, advertising in any form, special store and window displays--all of these sales methods, if they exist, are exceptional."[13]

Advertising of books, often confined to the city where the publisher or bookstore is found, is irregular and on a small scale, while mail promotion is just beginning to be developed as a marketing method. Mailing lists have usually been small and poorly organized, mailings infrequent, and the promotional material often flimsy and unattractive. CILA continues to form a notable exception with highly developed mailing lists for all three Americas, and some attractive promotional material. CILA also has eight sales agents in Mexico City who distribute scholarly publications wholesale to numerous retail outlets, which often want to see the book first, a central location in downtown Mexico City, and a permanent display of publications together with a reading room where the public is free to browse.

Because they are often undercapitalized, booksellers in Latin America may have little interest in promoting the sale of books by local authors due to the small margin of profit to be made on such material. Accordingly, booksellers tend to specialize in the sale of imported books from Europe and the United States. Moreover, it may actually be easier for booksellers to obtain translations of American books under certain U.S. programs, such as that of the U.S. Information Agency, than to obtain works of national authors. The selling price of local books being far below those of imported books, local material often tends to be relegated to back rooms and drawers unless, of course, they are published abroad. Small individual orders may be considered a nuisance. Some dealers find it not worthwhile to supply only a few orders, especially when mailing and invoicing costs are considered, and so the "norteamericano's" requisition for a particular Latin American title is casually thrown out. CILA orders, largely due to the fact that they will supply a number of cooperating libraries, offset the troubles of cost and shipping.

Before criticizing such an attitude, North American librarians should be aware of the problems faced by the small Latin American bookdealer. Shipments are costly to handle, and, so far as libraries go, the dealer may receive no payment until after the books have arrived at their destination months later. In some countries such as Brazil, where inflation is a chronic problem, the bookseller may be hard put just to cover payroll and current invoices. He may be justifiably hesitant to ship when payment will be delayed for months, because during the interim, invoicing, payments and inflation may eat up all his profit, and quite possibly more.

In Brazil, interest rates for money borrowed against accounts receivable may be as high as 24 percent. When the dealer is paid, it is neither easy nor cheap for him to cash a check due to exchange control procedures, and it is costly to bank even small checks, since banks in Latin America fix high service charges and fees, and governments collect heavy taxes on transactions. Where library procedure or policy precludes advance payment, it may be very difficult to deal with a small Latin American bookdealer who is so undercapitalized that he cannot wait several months for payment. What he

needs and seeks are rapid turnover and quick returns. Unfortunately for North American librarians, Latin American booksellers often maintain a policy of small volume at high unit profit rather than a larger volume at a lower unit profit. However, under the influence of such bulk cooperative purchasing programs as LACAP and CILA, this policy is undergoing some modification as the booktrade perceives the wisdom of increased profit through higher volume of sales rather than through higher price markup.

Because of undercapitalization of publishers, book production in Latin America is often hampered by antiquated equipment. While there are isolated instances of modern presses, folding, gathering and binding are often done with outmoded machinery or by hand. The quality of paper is frequently inferior and bindings are almost always of paper, a fact which has led CILA to provide binding service in conjunction with its automatic purchase program.

A consideration of Latin American acquisitions in general, and CILA in particular, also suggests the need to examine the political and economic framework of the area involved. Most of the Latin American countries are underdeveloped or just in the process of developing. Since many are dependent upon the export of one product, they are very keenly affected by any fluctuation in the prices which these commodities fetch in world markets. This economic vulnerability results in political instability, and both have important implications on the production of research materials. Political instability in turn hampers economic growth. Political and social unrest in the area are almost endemic. For example, Argentina's book production between 1950 and 1958 decreased by 50 percent due to economic difficulties, which of course meant less money for publishing.[14]

Since CILA is concerned with the distribution of North American books in Latin America as well as vice versa, it is perhaps good to recall here one of the principal deterrents to broader distribution of U.S. and Canadian books in Latin America: the limited purchasing power of the book buying public--private individual or institutional. The problem is really twofold: the limited means of the bookbuyer and the high prices of North American books in terms of national currencies. Latin America is a market limited not only by a small audience with limited means, but also by an expensive dollar. The higher living standard of North America and relatively high personal incomes permit the continued purchase of books manufactured at increasing costs and therefore sold at increasingly high prices. However, these same books may well be priced out of the Latin American market. Because of price considerations, the chief distribution of North American books has been in the form of inexpensive reprints and pocket editions, whereas what Latin Americans needed were scholarly books in economics, sociology, agriculture, engineering, etc.--the sort of material frequently issued by North American scholarly presses.

This problem of limited purchasing power in South and Central America appears to be worsening, with one or two exceptions. Not only is purchasing power limited, but it tends to diminish in proportion as the North American standard of living, and book prices continue to rise at much faster rates than the living standard of Latin America. The possible exceptions would

be Mexico, where industrialization and American investment have resulted in phenomenal economic growth, and Venezuela, where wealth from oil has thus far helped to produce an expanding economy. The problem is compounded by frequent currency devaluations initiated to curb rampant inflation. Devaluation, of course, immediately multiplies the relative cost of North American books and so the market is further reduced until price resistance can be overcome. Currency devaluations in Latin America remain a considerable commercial hazard.

CILA has also helped to facilitate the movement of scholarly books from one country to another within Latin America itself. Traditionally, this sort of movement has also been a problem due to the difficulty in import-export booktrade between countries having soft currencies, such as Chile and Argentina, and those with relatively hard currencies such as Mexico and Venezuela. Books published in the latter countries can be quite expensive in the former and their importation may be restricted. Because of currency and payment difficulties, there was long almost no exchange of books between Argentina and Mexico. For a while, depreciation of its currency in relation to most other Latin American currencies caused severe curtailment of Argentina's foreign book market, a problem which is more serious if one recalls that Argentina is one of the leading publishing nations in Latin America. Indeed, the UNESCO Statistical Yearbook for 1970 indicates that Argentina's book production for 1967 was 3,645 titles as compared to Canada's 3,782 for the same year. More recent figures are unfortunately unavailable.

LACK OF AN ORGANIZED BOOKTRADE AND POOR COMMUNICATION

A further problem in the distribution of North American books in Latin America and in obtaining library materials from Latin America is the lack of an organized booktrade and distribution system in most areas. It is therefore clear that the needs of an area research collection in North America cannot be met by reliance on publishers to fill orders. For instance, Benson reported that more than forty titles printed in 1959-60 in the four chief provincial capitals of Colombia were unknown in any Bogotá bookstore in 1960. The manager and staff of the largest bookstore in Cali --the branch of a Bogotá firm--claimed no books had been published in Cali during 1960, which seems incredible for a city of over 550,000 people. Benson proceeded to point out fifteen current Cali imprints on their very shelves.[15] While thirteen years have elapsed since, the problem remains no mere memory. The difficulty of achieving broader distribution of North American books in Latin America, given the inadequacy of distribution through even local channels, can thus be appreciated.

Another limiting factor in the dissemination of books is the paucity of retail outlets, except in several large capital cities. The local "librería" (bookstore) of Central America may offer far more in the way of gifts and toys than books. As far as the distribution and availability of North American books in Latin America is concerned, the common incidence of the problems thus far noted make of the area, for distribution purposes,

one single market rather than some twenty distinct markets corresponding to the various republics. CILA's increasingly wide coverage of almost the whole area is therefore a great advantage to the North American librarian.

It seems that CILA's greatest achievement has been to overcome a large portion of the distribution problem within its stated province of scholarly and university publications, for the publishing industry of Latin America has probably suffered more from poor distribution than from any other factor. Even admitting such adverse factors as high illiteracy and currency restrictions between countries, Latin American publishers have in the past not taken full advantage of possibilities for increased distribution and thus for larger and more economical printings. A high proportion of books, particularly scholarly ones, do not enter into any recognizable distribution system, since many publishers do not distribute. For example, in Brazil's third largest city, Recife, distribution for the Companhia Melhoramentos, Brazil's largest combine of paper manufacturing and book publishing, was, as of 1965, done by a jobber who also sold fish.[16] Moreover, some Latin American publishers arrange for the exclusive distribution of their books through a single outlet in another country, thus automatically limiting local bookstore coverage of their materials. The publications of learned institutions and universities have presented even greater distribution problems.

One reason for the lack of adequate book distribution facilities in Latin America is the lack of adequate communications. The problem of acquiring trade and institutional publications from the provincial cities of Latin America has long been particularly acute for North American librarians, for dealers and distributors in the capitals encounter considerable difficulty in learning of and then acquiring imprints from the interior of the country. Even in Argentina which, as Latin America goes, has a reasonably well-developed road and rail network, Benson found that to obtain books outside of Buenos Aires it was practically necessary to go and buy on the spot. Inadequate transport, together with poor communication and postal facilities, especially in the isolated areas in which Latin America abounds, have severely restricted distribution of books both within and without the countries. Due to largely undeveloped natural resources and communication facilities, Latin America is an area of a few large, mostly port, cities such as Buenos Aires, Río de Janeiro, Montevideo and Barranquilla and vast, sparsely populated interiors, but the booksellers of the principal cities have been unable or disinclined to undertake the development of new markets in the small inland cities which are gradually growing in size and commercial importance.

Inadequate and inefficient postal facilities (employed for most shipments of books to North America) throughout Latin America constitute another major barrier to effective communication and distribution. One can usually count on four to six weeks to receive an airmail reply from Mexico to an airmail inquiry, and in many areas the time can be longer. Mail often arrives months late; sometimes not at all. Even within Latin America itself the same problem exists, perhaps more intensely. For example, in Brazil,

it is still difficult to get books by post from the provinces, for the only mail which moves promptly is that bound to the major cities. CILA freights all of its books by air mail, which, while increasing the cost of the operation, does reduce time lags.

Government regulations pose still further restrictions upon the effective distribution and circulation of books in the Americas. Some factors which limit North American book distribution in Latin America do not apply to the area as a whole; for example, import regulations based on currency shortage frequently restrict the flow of books from the United States. Such import regulations and restrictions to protect national dollar income involve additional work and cost in importing North American books into Latin America. Also involved is the tendency to extend protective measures to national industries. Mexico levels high import duties on the paper used in book production in order to protect the national paper manufacturing industry, although this of course results in higher book prices and narrower distribution. In all of the publishing countries some pressure also exists to restrict competition from books published in Spanish in non-Spanish speaking countries with high import duties. Export duties, licensing, registration, etc., discourage a flourishing publishing and exporting industry. Dealers who seek to evade regulations risk imprisonment. Since present research in the area of Latin American studies tends to lean heavily toward the social sciences, political propaganda and party literature can be very important to research. In the provision of such material abroad there is often the problem of official interference with mailing the literature out of the country. CILA handles little or no material of this nature.

The librarian or collective scheme, which, attempting to work with Latin America, overlooks peculiarities of the Latin American and national temperaments does so to his or its own detriment; an understanding, however superficial, of cultural attitudes is essential to effective communication with Latin Americans. Initial experience in the area of Latin American acquisitions can be very frustrating to the librarian accustomed to North American or western European business methods, and certainly a different approach is called for. As Savary points out, for many Latin American firms, business is not just business; business relations must often be established on a personal basis if one expects to obtain rapid, consistent service.[17] Various techniques such as on-the-spot purchase by visiting professors, or delegation of a Spanish-speaking staff member to the area to reveal the library's needs and strengths have been used by some academic libraries. Using Spanish (or Portuguese for Brazil) in all correspondence can be helpful.

It is important to realize that, while Latin American bookdealers and publishers are interested in finances, they are frequently equally, if not more, interested in personal factors, such as becoming better acquainted with the persons with whom they are doing business and in knowing their services are valued. Some bookdealers even refuse mail order business because it deprives them of the personal, social relationship with a customer, although this attitude is becoming less and less common. The use of

Spanish is, needless to say, a basic principle of CILA, which retains considerable personal touch despite the magnitude of the operation. CILA correspondence rarely fails to reveal a solicitous concern that the patron is well satisfied with the service CILA is providing. North American English-language books arriving in Mexico City, in addition to going to a number of institutions there and elsewhere in Latin America, may go to five or six individuals interested in each particular field represented. Former CILA subdirector Rose might know of an individual whose works would make him interested in seeing all new books on a subject such as political science--and CILA does its best to see that copies of such books will reach his hands.

National characteristics can also play a part in limiting distribution of material within Latin America, although the widespread cooperation in CILA may be cited in support of the belief that with time the problem of extreme nationalism is diminishing somewhat. Nevertheless, the fact remains that no country of Latin America has yet earned a reputation in book publishing sufficient to overcome resistance in all of its Latin American neighbors to differences of terminology and expression. National pride has in the past been just as great a barrier to the movement of scholarly books among Latin American nations as high tariffs. Many Mexicans find the vocabulary of Argentina unacceptable, and to many scholars in Argentina a book bearing a Mexican imprint bears little authority and commands less respect. For such reasons, Spain, which enjoys a good publishing reputation throughout Latin America, and whose language is more standard and acceptable, has gained a strong foothold in the market to the detriment of Latin American publishers. Were Latin American authors better publicized and their books better distributed, considerable difficulty would be overcome.

POOR BIBLIOGRAPHICAL CONTROL

Another major limiting factor in learning of and acquiring Latin American publications is the paucity of bibliographies, particularly complete and reliable trade bibliographies. As pointed out later in the discussion of CILA's operation, this is an area in which CILA initially made a very substantial contribution. Lack of bibliographical control has been a recurrent theme at the SALALMs sponsored by the Pan American Union, although since the inception of SALALM in 1956 there has been considerable improvement. Efforts of national governmental agencies of the various nations, UNESCO, LC, the OAS, R.R. Bowker Co., and projects such as Stechert-Hafner's now defunct LACAP have also brought about some improvement. In 1956 North American librarians were obliged to rely chiefly on the Handbook of Latin American Studies, compiled for the Hispanic Foundation of LC, and on the monthly accessions lists of the Pan American Union's Columbus Memorial Library, together with publishers' lists and booksellers' catalogs. The Handbook of Latin American Studies, scholarly as it is, does not come out until a year or so after current imprints appear and is highly selective. While it is a major tool, the nature of the Latin American booktrade makes this annual series of use to acquisition librarians mainly for work in the

second-hand market, since titles listed are usually out-of-print by the time the Handbook arrives.

The best booksellers in Latin America do keep files of their own and such firms as Porrúa Hermanos (Mexico City) or García Cambeiro (Buenos Aires) publish for their customers extensive lists of books which come to their attention. Publishers' lists and catalogs usually do not differentiate between native and foreign authors, making it difficult to distinguish works of national authors which a library might wish to acquire from translations and reprints of foreign works. Nevertheless, beyond booksellers' lists, which usually do not give publishers' names, and sporadic efforts at national bibliographies, which generally appear very late and do not list prices, there has been little until quite recently. Such a lack of trade tools may explain why Latin American books are often thought to be out-of-print almost upon publication. However, this may be completely untrue for a number of successful, active publishers. As Melcher indicates, "Such books don't so much go out-of-print as out-of-sight--for want of an effective place to record their existence, price and source."[18] This lack of effective access to its own intellectual resources has inspired in Latin America a number of corrective measures of varying success.

Why is complete bibliographic information so hard to obtain? The assumption that the national libraries should have the information begs the question, for how are they to obtain it? To expect universal compliance with deposit laws is vain and is much like levying a tax without providing the means to collect it. Reliance upon all known publishers and booksellers is to miss the output of those whose publishing activities have not been made known. One of the best trade bibliographies in Latin America was Brazil's BBB: Boletím Bibliográfico Brasileiro, issued eleven times annually under booktrade auspices (Estante Publiçacões) and closely resembling the American Book Publishing Record in its provision of full cataloging, prices, and arrangement by Dewey decimal classification. Unfortunately, BBB fell a victim of economic difficulties in 1967. The "anuarios" or "annuals" which have been attempted in Costa Rica, Peru, Colombia, Venezuela, Ecuador, etc., cannot be called real national bibliographies since they typically appear a year or so after the period covered, and lack prices or publishers' addresses; they are passive recorders of book publishing activity rather than active stimulators of it.

No current bibliography can ever be complete or wholly up-to-date, but, to cite Melcher again, "Is there, nevertheless, an inevitable distinction to be made between the trade bibliography striving to tell people what's for sale while they can still buy it, and the research or 'national' bibliography trying to record materials that users of bibliography will be content to remain ignorant of for the next couple of years, but are presumed to set great store by for the more distant future?"[19] Certainly both are needed, although national bibliographies should attempt to be quite current as well. One of the greatest needs for a developing country is a good trade bibliography, and for Latin America such a tool has consistently been lacking. Trade bibliographies, to be sure, help only the books which are for sale, but in a more general way they stimulate and

broaden sales channels and create an environment in which more books will be put on sale and more authors will be encouraged to write and make their writing known.

Recently three commercial ventures have entered the field of trade bibliography. The R.R. Bowker Co. now publishes monthly the Fichero Bibliográfico Hispanoamericano, a journal now compiled in Argentina which lists books for which the notification of publication was received from commercial houses since the previous issue. Coverage of the publications of university and institutional presses is selective. It was the Rockefeller Foundation which helped to boost the venture out of the experimental stage. The Fichero, however, cannot catalog what it does not receive, and several significant publishers have chosen to stand apart from the project. One would also wish to see Fichero intensify coverage of all Latin American countries, especially those other than Mexico and Argentina, and omit publications from Spain, which is well served by its own fine trade bibliography, El libro español. R.R. Bowker Co. also publishes Libros en venta, a Spanish counterpart of Books in Print, which includes university press publications along with trade publications from Latin America and Spain. The current volume as of this writing is Libros en venta: suplemento 1971. Unfortunately, many of the titles listed as "en venta" (for sale) are no longer available. Comentarios bibliograficos americanos (CBA) is a relatively new venture (1969-). Arrangement of this colorful tool is by Dewey decimal classification, and its scope hemispheric, with a predictable preponderance of material from Uruguay, where it is published, Argentina and Mexico.

While bibliographical control in general has improved greatly, it is scattered, and often more useful for retrospective than for current purchasing; one example is Martin H. Sable's Guide to Latin American Studies, published by the Latin American Center of the University of California, Los Angeles, and listing some 4,000 titles. Although the past several years have seen more or less incidental increase in the amount of bibliographical data furnished by dealers and publishers, until the appearance of LACAP and CILA there was relatively little improvement in the getting of material published in Latin America into commerical channels.

Due to the lack of complete national and trade bibliographies, Latin America may still be described, to some extent, as a land of lost books. Bourjaily, who about a decade ago concluded a goodwill cultural mission to Latin America on behalf of the U.S. Department of State, describes a particular case of a "lost" book by Costa Rican novelist Yolanda Oreamundo.[20] One of her novels, La ruta de su evasión, is considered by some with far from parochial views as one of the finest novels ever written in Spanish America. However, Bourjaily was unable to obtain a copy of the book, published less than ten years earlier, anywhere in Costa Rica, and it appears that La ruta de su evasión was never published in Costa Rica at all. It won a prize in Guatemala and was published there. In Latin America the hope of actual income from a book depends in some measure on becoming known outside one's own country, and in this CILA may help. The availability

through CILA of books published by the consortium of Central American university presses--EDUCA, Editorial Universitaria Centroamericana (representing the Universidades Nacionales Autónomas de Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua)--which publishes the writings of promising young authors, may help to prevent the work of writers such as Sergio Ramírez, a young Nicaraguan novelist, from the fate which for some time befell the writing of Oreamundo.

Latin America is thus, in many ways, a region which does not know its own literature. Some of it is lost a few years after publication; much of it lives on only in a sort of legendary way, and therefore contemporary writers of the United States and Europe are generally better known in most Latin American nations than are the best writers in neighboring countries. Of La ruta de su evasión, product of Oreamundo's wild and tragic life, there remained little but the nostalgic rumor that such a book once was, until publication of a second edition in San José in 1970. Such happy revivals do not always occur.

PRECURSORS OF CILA: SOME EARLIER SOLUTIONS

In considering the needs of Canadian academic libraries and the problems involved in the distribution of scholarly books in the Americas, this paper focuses on CILA. However, CILA drew on the ideas developed in other and earlier approaches to the problem. All of the approaches to be mentioned in this section have been extensively treated in the literature of librarianship and will only be described briefly. Since meeting the needs of North American research libraries is scarcely a principal concern of Latin American society, it is illogical to expect any immediate restructuring of the Latin American publishing industry to meet North American needs. The resolution of the problem therefore appears to be in various individual and group approaches, and in a better understanding of the problems involved.

EXCHANGE, TRAVELING FACULTY AND EN BLOC PURCHASE

Exchange agreements, purchase of material by roving faculty members, and buying material "en bloc" have been the three most time-honored approaches in academic libraries to the acquisition of library materials from Latin America. However, exchange agreements can be very frustrating, for it is often difficult to find acceptable material for exchange; at the Latin American end there may be lack of money for wrapping, mailing, etc. Often, particularly where the university does not have an extensive publishing program, as in most Canadian institutions, it may be necessary for a library to purchase material of a highly specific nature, which is then offered to a Latin American institution in return for material from its presses. This process is awkward, time consuming, and expensive, although a great deal of fine material has been obtained in this way.

Many university libraries, frustrated for years by futile attempts to purchase new books by mail order from publishers and dealers in Latin America and from dealers in North America, have had recourse to the practice of financing trips for faculty members or librarians to the chief capital cities of Latin America to purchase what they can. This practice has much to recommend it, but the purchaser must know his home collection well in order to avoid duplication. Libraries using this method acquire prime, necessary material without the ephemera involved in large blanket orders. However, reliance on purchase by faculty or librarians as a principal means of building a research collection appears to this writer to be unsound. Acquisitions made in this way are of necessity patchy because they depend on fortuitous circumstances such as what stores are visited, what happens to be in stock on a particular day, and what is in print that month. A great deal of good material may be published and disappear between visits. This is a particularly serious consideration since many such visits are made on an infrequent or irregular basis. Continuity in the collection may suffer, and one must also consider the high cost of purchasing considerable other material to round out such local purchases.

A third method sometimes used by university libraries to acquire Latin American material is "en bloc" purchase, which presents as many, if not more, problems as the foregoing approaches. A small collection of pertinent, heavily used material may be far better support, however, for an area studies program than vast amounts of largely irrelevant material. This is not to imply that good material is not to be had in bulk purchases of collections; many private collections purchased by libraries have proved to contain a wealth of quality material not to be had elsewhere. However, the need to be very cautious and to get a very complete idea of what is involved in a collection before purchase cannot be too strongly asserted. En bloc purchases can also cause considerable administrative problems, but may nevertheless be a necessary way of retrospective collection building, since schemes such as CILA involve only material currently being published.

HISTORICAL BACKGROUND TO COOPERATIVE ACQUISITION OF LATIN AMERICAN LIBRARY MATERIAL

As explained by Shepard, cooperative efforts in the acquisition by U.S. libraries of Latin American publications antedated the Farmington Plan considerably.[21] Early in the 1930s the ALA named a Committee for Library Cooperation with Latin America, a precursor of its present International Relations Committee. One of the committee's concerns was acquisitions. At about the same time the Inter-American Bibliographical and Library Association was founded under private auspices and encouraged by the Pan American Union to promote bibliographical work in the Americas through cooperation with bibliographical organizations and experts, libraries and other agencies in the three Americas. Private American foundations have also been important in the sphere of support for cooperative acquisitions projects for Latin America, and in this respect CILA's origin is no exception. In 1947 the Carnegie Corporation of New York made a grant of $250,000 so that four university libraries could acquire material essential to the support

of area studies programs relative to Latin America. The Hispanic Foundation of the Library of Congress has long been active in the field of publications to assist librarians and scholars in the identification and acquisition of publications from Latin America. Its publications include the Handbook of Latin American Studies and Guides to the Official Publications of the Other American Republics. The Hispanic Gift and Exchange Program of LC led in encouraging the exchange of books, periodicals, and official publications between U.S. and Latin American libraries. Cooperative acquisitions projects appear to become more specific as time moves on: the Farmington Plan, PL 480 Acquisitions Program, LACAP, and CILA--all manifestations of a trend toward cooperative acquisitions evident in the United States for more than a quarter of a century. It is within this context that CILA's achievements and limitations must be viewed.

Cooperative efforts to secure foreign publications are thus no novelty on the North American library scene, and the War Time Cooperative Acquisitions Project, conducted by LC, helped to pave the way for the Farmington Plan. There has been serious concern in the United States by the almost complete cessation of European acquisitions in two world wars. Publications acquired in Europe during the course of the War Time Cooperative Acquisitions Project by the LC mission were distributed to participating libraries through LC.

THE FARMINGTON PLAN

Discussions held at Farmington, Connecticut on October 9, 1942 at a meeting of the Executive Committee of the Librarian's Council of the Library of Congress led to the launching of the Farmington Plan in 1948; the plan was formally terminated as of December 31, 1972. Promising no more from its inception than the assurance of the existence in an American library of at least one copy of each new foreign publication of research value, the scheme could of course not satisfy daily needs for Latin American publications in study and research by the many Latin American studies and research programs; Canada, with the exception of the University of Toronto, was not involved. It is mentioned here for two reasons: (1) the importance of the Farmington Plan as a concept to the formulation of later schemes such as CILA and LACAP, and (2) the fact that Latin America was probably the area of the world in which the Farmington Plan met with the least success, necessitating further cooperative acquisitions plans for this region. Basic to the Farmington Plan were the ideas of specialization among research libraries, shared responsibility in book collecting, and the maintenance of a national union catalog.

During the early years of the Farmington Plan, scant attention was paid to Latin America, although the plan commenced operation in Bolivia, Ecuador and Peru in 1950. In 1959, the Farmington Plan was extended to Latin America as a whole, for by that time the whole continent was considered a critical area. A Latin American subcommittee was appointed in that year with instructions to develop a method for acquiring for some library in the United States one copy of each significant monograph published in

Latin America. The Farmington Plan, as developed for western Europe, excluded periodicals, newspapers and government documents, but especially in some of the smaller countries of Latin America the government is the major publisher and therefore exclusion of documents vastly reduced effective coverage. Accordingly, the subcommittee requested institutions with Farmington Plan responsibilities to accept documents as well as monographs. By the same token, the official publications of museums, libraries, and universities may be the most important publications of a region, and it is to this extremely important group of publications that CILA is largely devoted. The development of the area studies concept in North American universities prompted a recommendation by the subcommittee that Farmington responsibilities in Latin America be on an area rather than subject basis. The institutions involved made their own arrangements with Latin American dealers.

The well-founded suspicion that North American libraries were not receiving all that they should have been led to a reexamination of the purposes and results of the Farmington Plan and modification of certain operating patterns of the plan as developed in western Europe. While the Farmington Plan thus became a more decentralized and flexible instrument for procurement and while, after 1961, increasing attention had been paid to materials other than monographs, the first progress report by the Latin American Farmington Plan institutions presented at the 1962 SALALM indicated that, with the exception of a few countries, a great deal of improvement was needed before a satisfactory percentage of publications could be obtained from the local book dealers. Farmington Plan Letter No. 17 noted that reports to the seventh SALALM indicated that in most countries Stechert-Hafner's LACAP was able to obtain more material than local agents engaged by Farmington Plan libraries. Although Farmington Plan libraries were left free to make their own acquisitions arrangements in Latin America, results were disappointing. The library system of Yale University relinquished its Farmington Plan responsibilities due to a feeling that coverage was not adequate and due also to the receipt of a high proportion of peripheral material.

SEMINARS ON THE ACQUISITION OF LATIN AMERICAN LIBRARY MATERIALS (SALALM)

The first Seminar on the Acquisition of Latin American Library Materials was held at the Chinsegut Hill Library of the University of Florida. Eighteen libraries were represented. The fifteenth seminar, held for the first time on Canadian soil at Toronto in June 1970, had approximately 140 delegates. The sixteenth seminar, held in Puebla, Mexico, had 192 delegates. The growing and regular attendance of librarians with responsibilities for Latin American materials attests to the effectiveness of these annual seminars which serve as a clearinghouse for information concerning all aspects of finding, buying, and controlling Latin American library materials, especially bibliography and new cooperative approaches to the building of research collections. During the year following the twelfth seminar in 1967, SALALM was incorporated as a membership association in order to seek funding necessary to its publishing activity.

SALALM, itself a cooperative step towards the solution of some of the problems inherent in the acquisition of library materials from Latin America, made two decisions at the first meeting which have had far-reaching consequences. First, the decision was made to publish the working papers and reports of the proceedings. The Final Report and Working Papers of each seminar provide some of the most important material relative to publishing and the booktrade available to North American librarianship. Second, the decision was made to include Latin American librarians in the seminars. This point is very important, for in large measure solution of the problems of book distribution in the Americas must rest on initiative originating in Latin America. Significantly, the 1971 seminar met at Puebla, Mexico, under the auspices of the Asociación Mexicana de Bibliotecarios, A.C. (Mexican Librarians' Association); the Universidad de las Américas in Puebla; and the OAS. Finally, it is noteworthy that Stechert-Hafner's LACAP originated in a social evening following the fourth seminar, and CILA was discussed at the tenth seminar, held in 1965, although CILA is less directly a product of SALALM than was LACAP and is based in Latin America.

TRAVELING AGENT AND LACAP

The first seminar insisted that purchase on the spot and constant personal communication with publishers in Latin America were essential, and interested libraries were urged to explore the possibility of maintaining one or more full-time acquisitions agents in Latin America. LC took up the idea in 1958 and sent staff member William Kurth to seven countries of Latin America as a cooperative acquisitions agent. Kurth felt that an agent acting as advisor to the Farmington Plan dealers would benefit the plan's operation in Latin America by assuring continued systematic flow of research materials published by the government and by nongovernmental institutions. Kurth's findings concerning book publishing and the booktrade, as well as distribution outside of commercial channels, helped to emphasize the complications in the procurement of Latin American library materials and the desirability of cooperative efforts to solve them. The fourth SALALM seminar recommended that one or more acquisitions agents be established on a continuing basis on behalf of research libraries in the United States and that the operation be extended to cover all of Latin America. Due to the ever-increasing cost of library materials and the difficulty and expense entailed in procuring books from other countries, as well as those titles difficult to obtain in North America, most libraries seem willing to accept a reasonable service charge for books obtained outside the normal booktrade channels. It therefore seemed possible that the problem might be partially solved by a commercial firm, and for several years this was the case.

LACAP was organized in 1960 by the University of Texas, the New York Public Library, and Stechert-Hafner Inc. of New York, and was a cooperative enterprise which provided its participants with a steady flow of material currently printed in Latin America. LACAP ceased operation in 1973. Stechert-Hafner assumed complete financial responsibility for the project.

The groundwork was in large measure done by Nettie Lee Benson, a leading Latin Americanist of the United States and head of the Latin American Collection at the University of Texas Libraries, and by Dominick Coppola, assistant vice-president of Stechert-Hafner. LACAP sought to purchase on the spot and in bulk soon after publication all titles which its agents believed would find a ready market in North American research libraries. Coverage sought was as complete as possible within the scope of monographs by Latin American authors, which were published and sold in Latin America, but exclusive of translations, texts, juvenile literature, reprints, microforms, recordings, and periodicals.

LACAP's method of operation is briefly outlined here because CILA's methods reflect it to some extent. Libraries participating in LACAP had only to place a general order for newly published materials to be supplied with them on a continuous basis. However, as with CILA, the standing order might be tailored to meet the specific interests of any one library with respect to either subject or geographic coverage. By mid-1968 there were thirty-eight subscribers to LACAP, chiefly in the United States and Canada, but also in such widely separated countries as Australia and Colombia. The total number of imprints received for 1966 was slightly fewer than 4,000 titles. The subscribing libraries were assured priority in obtaining one copy of all new titles found by LACAP agents in the fields in which they were interested. Other libraries or individuals might order titles individually as long as the supply lasted or the books could be reordered. LACAP receipts included some government, univeristy, and society publications, although emphasis was on commercial trade material.

The eighth, ninth and tenth seminars of SALALM requested that LACAP experiment with new services, such as reporting on periodicals which had ceased publication and experimentation with in-depth procurement of institutional publications and serials. LACAP also made an important bibliographical contribution in the form of monthly listings, "New Latin American Books." These were supplemented by the LACAP catalogs "Latin America," which appeared quarterly and listed retrospective as well as current materials.

CILA--CENTRO INTERAMERICANO DE LIBROS ACADÉMICOS

HISTORICAL BACKGROUND AND PURPOSES

CILA was founded as a pilot program to promote and distribute university and scholarly press publications throughout the Americas. It is hoped that a North American market will prove a strong incentive to Latin American scholarly publishers to keep their books in print for longer periods, and to publish more works of Latin American authors. The project was established in November 1964 with the support of a $100,000 grant from the Rockefeller Foundation and a $220,000 grant from the Ford Foundation of New York City. Foundations which support research and universities which demand it are increasingly aware of their responsibility to provide the means to publish

and distribute it. Of great value to scholarly publishing in general has been the Ford Foundation's program for the support of publications in the humanities and social sciences, while the Rockefeller Foundation financed a Latin American translation program. CILA was opened to the public in Mexico City in July 1965.

However, the background for CILA's establishment was being prepared in 1969. In June of that year 148 delegates representing the fifty scholarly publishers belonging to the AAUP met at Austin, Texas. Upon the conclusion of the regular sessions, 108 of the delegates traveled to Mexico City where they were guests of the scholarly publishers of Mexico. This visit to Mexico emphasized the growing interest on the part of university publishers in the United States and Canada in international book distribution and translation. The meetings in Mexico were hosted by the Universidad Nacional Autónoma de México and its press, the only AAUP member outside the United States and Canada, which was to play a large role in the establishment of CILA. Other hosts were several Mexican scholarly publishing bodies whose imprints have become familiar to librarians participating in CILA: Fondo de Cultura Económica, La Prensa Médica, and the Centro Mexicano de Escritores (Mexican Writers' Center). During the course of vigorous discussions, ways and means were explored to increase the flow of scholarly books between North and Latin America, and of expanding the exchange of information about books between the two regions. In this way the time was ripe for the appearance of an organization such as CILA.

CILA was established as the result of a study sponsored by the AAUP in 1961. University publishing throughout Latin America was studied by Carlos Bosch García, a history professor at UNAM and head of its university press, and by August Fruge, head of the University of California's Berkeley Press. To help publishing in Latin America, they had a novel suggestion: rather than recommend outright gifts of money to Latin American university presses, they advocated a self-help approach in the form of a distribution center to help sell what had already been published, and thus help the Latin American university presses earn their own money. However, funding was needed to get the project off the ground. With the recommendations of Fruge and Bosch García, the AAUP approached several philanthropic foundations to obtain the necessary financial support for the project, the aim of which was to facilitate the distribution of scholarly publications in the western hemisphere for some eighty U.S. and Latin American publishers. As already noted, a total of $320,000 was obtained, largely from the Ford Foundation, and so a four-year pilot project was begun.

The AAUP and the UNAM are the official sponsors. A board of directors consisting of four North Americans, three Mexicans, and three South Americans was set up. The principal Mexican director is Ruben Boniface Nũnez, humanities coordinator at UNAM, while the chief South American director is Ramón de Zubiría, rector of the Universidad de los Andes, in Bogotá, Colombia, and latterly Colombian ambassador to the Low Countries. CILA is run by scholars of distinction for scholarly institutions and individuals, and representation in the administration is from a wide variety of the great universities of both North and South America. Offices, a warehouse, a

small exhibition room, and reference library are maintained in Mexico City.

Before CILA's existence, North American and Latin American universities obtained each other's publications in part through a system of "canje" or exchange. However, since the Latin American university presses were not actually receiving any money in return for these books, and their operating budgets were low in the first place, they rarely had any regular publishing program; yet in developing areas such as Latin America there was a crying need for academic presses to publish the results of research, particularly in technology and the social sciences. The reputation of academic presses such as those maintained by Harvard, Yale, Princeton, M.I.T., and Columbia has been long established, but for most North American libraries, Latin American university presses were an unknown quantity.

If North American libraries found it difficult to acquire Latin American scholarly books due to small editions, refusal to sell individual copies, and lack of adequate bibliographical control, Latin American academic libraries found the acquisition of North American scholarly works equally troublesome, but for different reasons. It was not that there was no interest--the interest was there--but the North American books which reach Latin America are expensive, the price averaging $5-$10 and often more, while the average Latin American price would be in the neighborhood of $2.50 to $3.00. The North American university press books are highly specialized and in the wrong language. The people and institutions in Latin America who want them have little money, relatively speaking, and may experience considerable difficulty in buying American dollars, with which the books have to be bought. Latin American countries where inflation is rampant frequently have currency restrictions preventing free exchange of local currency for dollars.

One must also consider the question of library budgets. In North America budgets often run to sums of a million dollars and upwards for larger academic libraries, whereas $10,000 is a very big library budget in Latin America. Indeed, many Latin American university libraries operate solely on donations, and to this extent there exists a vastly greater potential for purchasing in North American libraries. On the average, about 2,000 new English titles appear yearly from North American university presses, at an average price of around $10 U.S. per item; simple calculation proves the total cost to be more than most Latin American library budgets could afford. Conversely, some 300 to 500 new scholarly press titles are produced annually in Latin America (of which about half are published in Mexico) at an average price of $2.50 to $3.00 per copy, making a total which fits comfortably into the big budgets of North American universities.

Therefore, there is clearly the need for some structure to permit Latin American university and scholarly institutional presses to sell a larger volume of their output, and it is this framework which CILA provides. In 1967 all of CILA's sales went up, and fully two-thirds of the total were in the form of Spanish-language books moving north to the United States and Canada. Although CILA was not self-sufficient as of March 1968, and the original grants concluded in that year, former CILA subdirector Rose thought

it might be self-sufficient by 1970. Pointing out that a purely commercial house could not possibly afford to dedicate itself exclusively to scholarly books, Rose estimated in 1968 that it would take about $500,000 to make CILA self-sufficient. A June 1971 letter from CILA director Carlos Bosch García indicated that CILA was very near self-sufficiency. Capital had been saved which would enable CILA to operate at its present loss rate for another four years.

As already noted, the primary purpose of CILA is to provide knowledge of university and scholarly press publications throughout the Americas, and to function as a badly needed medium for their distribution. A more detailed statement of purposes may serve to clarify CILA's operations.

> The purposes of CILA are to: 1) maintain an extensive exhibit and reference library; 2) purchase and stock additional copies of many books for sale, thus conducting a retail book store in connection with CILA; 3) supply books at standard discounts to other bookstores and libraries; 4) maintain a complete catalog and order service for cooperating publishers; 5) develop customer lists and direct mail selling methods throughout Latin America; 6) work toward the development of a Latin American version of Scholarly Books in America; 7) prepare lists and catalogs of books published in Spanish and Portuguese by Latin American scholarly publishers; 8) sell Latin American scholarly books directly by mail to scholars and libraries in the U.S. and Canada; 9) provide informal advice on scholarly publishing; and 10) assist publishers in obtaining translation rights to scholarly books.[22]

One might also add the aim of promoting the distribution of works by many publishers which generally, for various reasons, have not been handled by commercial houses.

MODUS OPERANDI

With the appearance of CILA, immediate improvements in availability and distribution were made. All books are shipped air freight from Central and South America to headquarters in Mexico City, thus virtually eliminating the transit time of three to six months which it takes for books to arrive by boat. CILA now has books within approximately two weeks of their publication, and subscribers to CILA's automatic (or blanket order) purchase plan receive them within two or three months of their publication. To further speed up the system, CILA pays the shipping costs for the Latin American books, adding 15 percent to the original price which the purchaser must pay. It also makes arrangements with airline companies to pick up the books at the various universities.

The whole idea is to get the books into Mexico and to try to promote them north and south, although CILA does not sell North American books in Canada or the United States, where there have been no distribution problems.

The CILA standing order plan for North America involves only the publications of Latin American scholarly publishers. However, both North and Latin American scholarly books are distributed throughout Latin America. CILA now regularly sells the publications of more than fifty North American university publishers and more than twenty-five Latin American publishers.

In January 1966, CILA began offering a low-cost standing order program for the purchase of Latin American books by libraries and institutions, primarily in the United States and Canada. The total production in all subject fields of the Latin American publishers participating in CILA is about 300 new titles annually, at an average cost per title of $3.50, so that the full standing order plan for all books would cost about $1,000 per year. The scholarly publishers offered by CILA do not publish many new books in law and medicine each year, and these are areas in which most Canadian university area study programs would probably have little interest, although Armando Gonzalez of the Hispanic Law Division, LC, makes an interesting case for the inclusion of legal material in a social science library because of the importance of legal material to questions of economics, education, and such crucial questions as land tenure.[23] However, probably not more than about twenty new titles in the categories of law and medicine are offered each year by CILA, which could reduce total cost by about $70.

CILA's wholesaling from the warehouse in Mexico City has been an unqualified success, its growth as a wholesaler exceeding all expectations. Because of CILA, the sales of Latin American university presses have increased 10 to 30 percent, as CILA has opened altogether new market outlets, instead of just filling the old ones. Simply stated, CILA gives the books it handles every commercial opportunity through: (1) the automatic purchasing plan, (2) direct mail book lists, (3) regular visits by traveling CILA agents, and (4) exhibitions.

Most Canadian universities, if they receive books from CILA at all, are likely to be participants in the automatic purchase or standing order plan. The plan offers twenty-eight basic fields of interest: agriculture, anthropology, archaeology, art, architecture, bibliography, biography, biological sciences, business/economics, education/librarianship, engineering, geography/travel, geology, history (Americas), history, languages, literature, mathematics, medicine/dentistry, music/dance, novels/stories, philosophy/religion, physical sciences, poetry, political science/law, psychology, sociology, and theater. The purchasers simply check their fields of interest on a form supplied by CILA, and thereafter CILA sends them all books published in these areas by the scholarly Latin American presses with which CILA deals. Because of the vagaries of the Latin American publishing industry and booktrade, CILA claims this plan works as a sort of "insurance policy" in these fields of interest which may be essential to some library collections. There is no registration fee for the automatic purchase plan nor a minimum number of categories which a subscriber is obliged to choose. The plan may be altered, suspended, or cancelled at any time without prior notification. As in LACAP, a subscriber or any individual scholar may

continue to purchase on a title-by-title basis from CILA either without a standing order, or from any categories not on his standing order.

CILA is also similar to the plan devised for LACAP in the flexibility of its standing order arrangements. The subscriber is encouraged to modify any of the subject categories--e.g., geography but not travel; political science but not law--or add categories not specifically included on the CILA order blank. In this way an interest profile is built up at CILA's offices for each purchaser and then matched against incoming material. Unlike LACAP, books from those categories which are checked may not be returned. However, there would appear to be little danger of libraries being submerged in floods of unwanted material due to the way in which the interest profile can be modified and due also to the nature of the publishers involved. CILA guarantees priority to standing orders when new books are received. If any books remain once standing order customers have been served, they are available individually through the book lists which are sent to some 15,000 names on CILA's mailing list--about 12,000 in Latin America and 3,000 in the United States and Canada.

Automatic shipment, averaging perhaps once monthly, sometimes less frequently, occurs as soon as a certain number of books accumulate. This has obvious advantages for the receiving library which gets the books very soon and is spared the rigamarole of searching through lists and preparing and matching orders. CILA airmails a copy of the invoice for each shipment at the time the books are sent to be bound. Therefore, a participating library receives advance notice about four weeks before the books actually arrive. CILA will bill according to the instructions of the customer and provincial, state or university requirements.

In Mexico City, the principal job of CILA is the distribution of books wholesale to numerous outlets. CILA does not really compete with the many other bookstores of Mexico City as much as act as their supplier. Some bookstores also subscribe to the automatic purchase plan, whereas others may wish to see the book first, and this is where CILA's eight sales agents fit into the scheme. English-language university press books arriving in Mexico City from North America go directly to CILA and also to UNAM, National Museum of Anthropology (one of the finest research institutions in its field), the Instituto Indigenista Interamericano, the Biblioteca Central, and the library of the Universidad Iberoamericana.

CILA also provides a binding service to its standing order customers, something not offered by LACAP. This service has been included since 90 percent of all currently published Latin American scholarly books are produced in paperback. Some twenty-three North American libraries have already subscribed to this service, and the writer can testify to the uniformly high quality of the binding. The price of binding books in the United States and Canada is about $3 to $5 apiece, but only about $2.50 in Mexico. Apart from the financial advantage, the rapid service of the binder to which CILA contracts its books en masse means that the books should get onto library shelves in North America with a minimum of technical delays.

The very rapid and widespread acceptance of CILA indicates perhaps better than any theoretical arguments could the fact that CILA is filling a need. To the best of the writer's knowledge at least four Canadian universities particpate, some fifty or more American libraries, and several libraries in Latin America. Since January 1967, CILA has also begun to send Latin American books to Europe by mail. Former CILA sub-director Rose indicated that as of March 1968 the volume of sales to the Netherlands, Sweden, Italy, England, and France was the same as it had been to the United States in 1966.

BIBLIOGRAPHICAL AND REFERENCE ACTIVITIES

CILA's bibliographical and reference activities are part of its greater effort to improve free cultural exchange in the Americas. Bibliographical access is a key to the success in the acquisition of library materials, and this lack of adequate bibliographical control has been a major problem in Latin America. Besides making scholarly books better known and establishing a distribution house for export and import, CILA's activities have also included setting up a reliable center for bibliographic material. CILA offers a free library in Mexico City of thousands of back list titles which could prove invaluable to students and research scholars. The library reflects CILA's limitations in that it consists of very specialized material and includes few commercial books. A copy of every new scholarly book published by the presses CILA handles goes into the library. However, it is a living collection for, due to limited capacity, excess and older titles are removed and donated to provincial libraries. In 1967, 5000 pesos worth of such books went to the Universities of Guanajuato and Guadalajara. An effort is made to maintain a permanent exhibition of all new books published by the more than eighty North and Latin American scholarly publishers working with CILA. After the period of time necessary to disseminate wide knowledge of their existence, the books go into CILA's library where they may be consulted by anyone interested in them.

As already suggested, the activities of CILA with respect to the books it handles are diverse. In order to accomplish its principal function of distributing university press and scholarly books throughout the Americas, CILA has undertaken the compilation of mailing lists of specialists--professors and researchers in learned institutions--to whom new book lists and bibliographies are sent periodically. The most outstanding of CILA's contributions to bibliography has been Novedades de América Latina, which was sent to interested scholars and universities in the United States, Canada, Europe, and Latin America, and which listed scholarly publications from the thirty or so Latin American publishers participating in CILA's program. Novedades theoretically appeared quarterly, but unfortunately irregularity and long delays were increasingly common. Entries were arranged alphabetically by broad subject areas such as: administración y comercio, filosofía, historia, música, psicología, etc., and alphabetically by author's surname within each group. Unlike the trade listings provided by LACAP, the CILA bibliographies gave publisher and pagination. Indications were also given when a work was illustrated and if it was a translation. Prices were

provided in both U.S. dollars and Mexican pesos. Novedades de América Latina was supplemented from time to time by special listings of works from particular areas or institutions, for example, the Instituto Torcuato di Tella in Buenos Aires.

When CILA commenced operations in 1965, specialized bibliographies were also prepared in Mexico announcing new university press books from the United States and Canada to scholars of Latin America. However, the number of new publications from AAUP members was so great that CILA was unable to list more than a portion of them in its bibliographies. CILA was able to arrange for scholars and libraries in Latin America to receive directly from the United States the AAUP bibliographical serial Scholarly Books in America, now defunct. Scholarly Books in America at one time went to some 12,000 Latin Americans. Before CILA's inauguration, 200,000 people in the United States were mailed this catalog free of charge, but at the most only 1,000 in Latin America used to receive it. Thus Scholarly Books in America and its Latin American counterpart, Novedades de América Latina, represented the new book bibliography of some of the most important academic publishers of North and Latin America.

The demise of Scholarly Books in America and virtual disappearance as of mid-1973 of Novedades are most unfortunate. This bibliographical effort of CILA was of great significance because for the first time interested scholars in the three Americas were receiving bibliographical instruments presenting the publishing effort of many institutions which individually could not have made their publications known.

CILA AND SCHOLARLY PRESS MATERIAL

CILA's concentration on the publications of university presses in North America, and on similar publications issued in Latin America by the presses of universities and learned institutions such as Academia Colombiana de Historia in Bogotá or Instituto Nacional de Antropología y Historia in Mexico City is of great significance. In some Latin American countries, such as Costa Rica, few commerical publishers exist, and apart from government documents, the bulk of the writing and publishing is done by those connected with the National University in San José. Moreover, university press publications were, along with government documents, one of the categories of material which Benson found most difficult to acquire during her trips to Latin America. University press publications from Latin America were very difficult to obtain in North America, apart from the occasional monographic series, usually available on exchange. However, with this exception, arrangements for obtaining university press publications could be very complicated because they were rarely for sale.

Where society and institutional publications are available, exceptionally, for sale in Latin America, the actual acquisition may still constitute a problem. The sales office may be open only at certain times; when more than one copy is desired, the purchaser may have to secure the approval of the person in charge, necessitating several trips. Even when one has

found out about an institutional publication it may be no easy task, even on the spot, much less thousands of miles away, to locate the institution. For these reasons CILA has filled a very real need, and it is of interest to note that Stechert-Hafner, which operated LACAP, subscribed to the CILA automatic purchase plan. The Latin American university press publication is a problem which was not entirely solved by LACAP, which historically stressed the acquisition of commercially available trade publications. In 1965, LACAP's traveling agent, Guillermo Baraya Borda of Bogotá, devoted considerable attention to the problem of acquiring institutional publications, meeting with considerable success in Brazil and Venezuela, but the problem persisted elsewhere in Latin America.

The kind of books handled by CILA are scholarly histories, bibliographies, and frequently avant-garde work in literature and the social sciences--the sort of material that becomes a chapter or paragraph in a general textbook several years later--"a long treatment on a short subject."[24] As Wardlaw says,

> The university presses of the Americas have a special and exceedingly important function in the whole process of education. They provide the most important medium through which the discoveries of scholarship in one institution can be shared with scholars everywhere. Without their programs, which are dedicated primarily to the publication of books which will endure, rather than those which will merely sell, most research would be stillborn. University press books, while frequently addressed to relatively small audiences of specialists, breed countless other books.[25]

It is in university and academic press publications, especially in Latin America, that primary research expanding the boundaries of knowledge in a field is published.

In Latin America, as in the United States, there has been a close relationship between educational institutions and printing from the outset. In the Imperial and Loyal City of Mexico in New Spain, a century before Reverend Josiah Glover set sail for Boston in 1683 with the first printing press to be brought into the territory which was to become the United States, Juan Pablos was turning out books of great value and beauty. Many of his books were used as texts in the Royal and Pontifical University of Mexico. Today the university presses occupy a pinnacle of importance in the intellectual life of America and fill a publishing vacuum, for they operate in fields which have been largely neglected by trade publishers for economic reasons. Most of the material produced by the Latin American university presses has admittedly a very limited sales potential due to its highly specialized nature, and therefore a distribution agency such as CILA is doubly important to its welfare.

In Latin America, as elsewhere since World War II, many commercial publishing houses have been forced by inflated costs to curtail or entirely abandon the publication of scholarly books of limited appeal but enduring

significance, and it is this vacuum which the university presses are filling with considerable success. In North and Latin America the university presses publish each year more and more of the books which stand a chance of enduring the test of time. The university press, in fulfilling its obligation to make important contributions to knowledge available regardless of the cost, may take risks which a trade publisher cannot afford to take. This is possible because most university presses have endowments or subsidies derived from special university funds to help defray expenses. However, even given a program such as that of CILA, it is doubtful whether university presses in either North or Latin America could ever sustain a program of scholarly publishing entirely from the proceeds of sale of their books. Therefore while CILA cannot make Latin American university publishing a self-sufficient undertaking, it acts as a strong buttress and stimulus to publishing by providing a ready market.

The physical qualities of books received from Latin American university presses--typography, illustrations, and graphic presentation of data--are unusually fine. A comparison between trade and university publications received from Latin America reveals the university presses of the area to be setting the pace in colorful presentation and excellence of design.

The time when university publishers in Latin America did not care whether they sold books or not is within very recent memory. However, such schemes as CILA have had a very great effect and now UNAM, EUDEBA, and EDUCA in particular produce very attractive promotional material which libraries participating in the CILA automatic purchase plan now receive occasionally. Thus, cooperative acquisitions schemes such as CILA and LACAP have helped to revolutionize the physical product and marketing techniques of Latin American university presses.

The university presses of Latin America, like their North American counterparts, carry out their educational function in part by basing their criteria for acceptance of a book on its importance to scholarship and its quality as a scholarly work. Schemes such as CILA, in stimulating the activity of long semidormant Latin American scholarly presses, have helped these presses to play a significant role, not only in disseminating the results of research, but in establishing high standards for scholarly research and publishing in an area where standards too long remained notoriously low. In this sense, and because publication and dissemination of the results of scholarly research are essential to the advancement of learning, it would be catastrophic for the advancement of social reform and the dissemination of truth in Latin America if its now relatively active university presses were to subside into obsolescence.

EVALUATION OF CILA

A curious note which demonstrates the need for a distributing agency such as CILA is the fact that it often receives orders at its headquarters in Mexico City from a country such as Ecuador for books from Peru, its southern neighbor. Prior to the appearance of CILA, there was little chance

for one Latin American country to know what the university presses of another were publishing. The building of working research libraries is essential to the effective development of social science faculties and research institutions in Latin America. The presence of CILA should also help to overcome the inadequacy of library facilities needed to support the research of international organizations and centers concerned with the teaching and application of the social science disciplines to the economic and social problems of Latin American as a whole.

CILA's provision of current scholarly research material from Latin America on a continuing basis would also seem to make the scheme particularly relevant to the needs of disastrously ill-equipped Canadian academic libraries. In fact, CILA's automatic purchase program has proved particularly attractive to colleges and smaller universities which are seeking to maintain or build a small basic collection of quality material. Larger universities, as well as those with heavier interests in Latin America, are using the standing order program to procure previously unobtainable scholarly books. At present, at least four Canadian university libraries with interest in strengthening their Latin American holdings participate--University of Toronto, University of Calgary, University of Alberta, and University of Western Ontario. Recently a survey was made by CILA of subscribing U.S. libraries "to find out what they think of us."[26] All answered more or less the same thing--that CILA fills a need for North American academic institutions. The project is worthwhile for the cooperating publishers who sell more and for institutions which receive the books they need. Both continents stand to gain by an improvement of the booktrade, and schemes such as LACAP in its day and CILA help to reduce the chances of more titles joining the throng of "lost books" of Latin America.

It is not the intent of this paper to compare CILA and LACAP in detail; the schemes complemented one another, filling different if related needs. Certainly there was room for all of the schemes mentioned--the Farmington Plan, LACAP, and CILA--in tapping the resources of Latin America. However, CILA seems even more relevant to the needs of Canadian academic libraries if seen in the light of LACAP. CILA is the narrowest in scope of any of the major cooperative acqusitions programs for Latin America, covering as it does mainly university and scholarly institutional presses in Spanish- and Portuguese-speaking America, in addition of course to North American university press publications. Nearly half of the LACAP participants were libraries with one million or more volumes and ample budgets. Full participation in LACAP might cost in the neighborhood of $12-15,000 annually if the library required extensive coverage of all countries. Full participation was thus not for the smaller library, although limited participation restricted to a few countries or subject areas might have been within its reach. Another possibility would have been a cooperative subscription among libraries such as those participating in the Ontario Cooperative Program in Latin American and Caribbean Studies, in which six Ontario universities are developing a coordinated approach, with each library assuming responsibility for strengths in certain subjects and geographic areas. In addition to cost, LACAP presented another problem in terms of amount of material received on the standing order, which in 1965

averaged more than 3,300 imprints for the calendar year.[27] In Canadian academic libraries already suffering from cataloging backlogs of varying acuteness, such an influx of material could cause administrative and technical processing problems. CILA's provision of approximately 300 new titles per year might prove to be a more manageable number.

Much more important, however, is the question of the nature of material received on the standing order. The experiences of Canada's largest academic library with both CILA and LACAP may clarify this point. The University of Toronto Library participated in LACAP for eighteen months. During that time it acquired a high proportion of material which the library's professional book selection staff felt to be of marginal value for the university's research programs on Latin America: for example, annual reports of the Buenos Aires Gas Company. Unacceptable material could be returned to Stechert-Hafner, but naturally only within certain limitations. The LACAP books received at the University of Toronto were relatively expensive, and by the time the proportion of unwanted material was removed, the cost of the remaining titles became even higher, while staff time necessary to process the bulk of LACAP material also proved expenisve. Furthermore, the University of Toronto's experience revealed considerable delays in the LACAP operation and books were received four to nine months late, while in some cases they were available directly from Latin America within a much shorter period of time. Nor was LACAP found to be as all-inclusive of current Latin American publishing as had been claimed. The University of Toronto Library received booksellers' catalogs from Buenos Aires of new publications available, none of which were ever found in LACAP lists.

The experience with LACAP of an even larger research library--that of Yale University--was similar. It is interesting to note that in 1971 both Yale and Toronto University Libraries were participating in CILA and were well satisfied with the plan, since it provides original, academic, research material by scholarly publishers without the ephemera often associated with trade publishers, particularly in Latin America.

The distinction to be made between CILA and LACAP and their respective relevancies to the needs of Canadian academic libraries supporting area studies programs is the difference between selectivity and inclusiveness in blanket orders. In her discussion of LACAP's inclusiveness, Savary[28] points out that a blanket order which is as inclusive as possible of all currently published material gives a better idea of what is being published and notes, with considerable justification, that low quality material may be of considerable value for two reasons: it is indicative of some facets of the culture which produces it, and it may contain valuable information not to be found elsewhere.

While there is considerable truth in Savary's opinion that if all libraries were to collect only "important" material, whole areas of the culture they are trying to reflect will be missed, any library purchase, whether single, en bloc, or continuing, must be evaluated in terms of its relevancy to the needs of the community being served. In Canadian academic libraries, which are vastly weaker in Latin American holdings than their sister

institutions in the United States, it would seem more desirable to build a core of quality research material first or at least primarily, and supplement this material with other selected retrospective and current material. Do Canadian academic libraries really have the time and the money to spend on acquiring, cataloging, and servicing relatively high proportions of ephemeral or marginal Latin American material simply so that their collections will be representative of Latin American publishing? The contention of this writer, in view of the urgency of building research collections of Latin American material to adequately support the area studies presently offered in Canadian universities, is that they do not. For this reason CILA, which offers material of scholarly value, seems more appropriate to Canadian needs at the present time.

The Greenaway Plan and the blanket orders placed by some university libraries for university press publications are two recent developments in book buying practice which have aroused considerable discussion in the professional circles of librarianship. Critics have claimed that in attempting to achieve completeness by the "get-'em-all" theory of book buying, librarians are relinquishing their most important professional responsibility--book selection.[29] Is this a valid criticism of such a scheme as CILA? To begin with, neither LC nor Harvard University Library would defend a literal "get-'em-all" theory,[30] if by this is meant the necessarily futile attempt to acquire every printed book, journal, and pamphlet with the object of achieving completeness. En bloc purchases and blanket orders do not necessarily mean blind and unquestioning acceptance of all works published in a certain region or country or by certain publishers. Almost all blanket orders are based on some criteria of preselection such as quality and subject specialization of the publisher, the level of research value, format, country of origin, language or subject field. It is in the breadth of these criteria that LACAP and CILA differ so markedly: LACAP limited its acquisitions only by area (Latin America) and a few format restrictions; CILA's acquisitions are limited by area, format, and most important, type of publisher, and are thus much more selective.

Most North American academic libraries of any size have found that their acquisition of titles published by major university presses fell only slightly short of the entire output of these presses. Since they were in many cases already acquiring these books by individual selection, many academic libraries in Canada, as well as the United States, decided to put the acquisition of university press material on an automatic, standing order basis. It would therefore appear that, since the value of university press publications has been so widely accepted by academic libraries, the first logical extension into acquiring material from Latin America would be in the form of scholarly press publications.

Not the least advantage of CILA is having the book cataloged and ready for use before or at about the same time as the need for the book becomes known, rather than months or even years later. While it is true that some of the books received from CILA in Canadian academic libraries would probably not have been ordered separately, they are usually books, which, given the nature of the publishers, a library supporting research in a wide range

of disciplines, as is usually the case with area study programs, ought to have.

Lest this presentation give the impression of unqualified praise for CILA's performance, a number of its limitations should be pointed out. While libraries receiving books on CILA's standing order plan are billed only for what they receive, they do not always receive everything that they should. This writer has found that often titles listed in Novedades de América Latina and included in the subject areas checked by a library on the CILA standing order blank, are unaccountably not received. Furthermore, publishers' and dealers' catalogs from Latin America often list books by publishers CILA purports to cover but which are not received on the blanket order. To this extent, the claim made in CILA's promotional material--that the scheme offers an "insurance policy" in those fields of interest which are essential to a library's collections--may be true in theory, but not in practice. In the case of important material this situation may necessitate supplementation of the automatic purchase plan by individual orders. A second problem is lack of follow-up. CILA does not utilize any system of personal follow-up with participating publishers, whereas in LACAP any decline in service was immediately investigated by a traveling agent. In CILA, a library may receive a few excellent publications from a publisher and then no more, although this problem may be due in large measure to the fact that many scholarly presses in Latin America still do not publish on a regular basis.

Because CILA is limited to current material produced by selected academic presses in Latin America, it does not satisfy all or even most of the book needs of Canadian academic libraries interested in the collection of Latin American material. It can provide a core of up-to-date research material, but must be accompanied by the purchase of retrospective material and the more important publications of commercial trade publishers in both Latin America and the rest of the world if its full educational potential is to be realized. In this respect it must also be noted that CILA does not handle Cuban material at all, and has had almost no success in establishing reliable arrangements with scholarly presses in Brazil and Chile. Brazil particularly is an extremely important nation, not only in Latin America but in the world, and therefore CILA's lack of coverage there is a serious shortcoming. Chile's importance in having the first freely elected communist government in the Americas makes CILA's lack of Chilean imprints also a very serious limitation to political, economic, sociological, and historical research. During four years experience with CILA, this writer has never received any material from Paraguay or Panama, and little from Bolivia or Peru.

However, in CILA's defense, it should be noted that every effort is being made to improve the details of service, despite alarmingly long delays which now and then occur between receipt in North American libraries of CILA shipments; and CILA is expanding its coverage. Occasionally participating libraries learn that the publications of a few more scholarly Latin American presses become available through the scheme. For instance, recently books from a number of Central American university presses became

available through CILA. This was a very significant step since the small nations of Central America have received, if anything, even more neglect in Canadian libraries than the countries of South America. Yet, countries such as Guatemala where economic, political and social unrest are seething could conceivably become the center of worldwide interest any day as was the case not so long ago with the Dominican Republic, a country about which very few Canadians had any knowledge. CILA has also expanded to include a few commercial trade publishers which have established a reputation for serious scholarly publishing. A number of very important institutions from Mexico have also been added to the list of publishers participating in CILA. However, this expansion has created problems: CILA of late has shown an alarming tendency to include more commercial publications and to miss important university press publications. The author feels CILA would be better advised to return to more intensive concentration on scholarly press publications.

A small tentative venture has been made by CILA into the provision of other media and types of publications produced by universities in Latin America with the recent availability of "Voz viva de México" literary phonograph records from UNAM, and slides from the Instituto Nacional de Antropología y Historia on Mayan monuments and culture. Due to the difficulties attendant upon handling periodicals, CILA has thus far confined its services to the periodicals published by the UNAM. Certainly it is also to be hoped that in the future CILA will go more actively into the distribution of periodical literature produced by the Latin American university and scholarly presses, where the latest opinions and research are to be found.

Many of CILA's limitations are those of a pilot project operating on relatively unbroken ground, and, as indicated above, the problems to be overcome have been monumental. CILA's competitors and imitators in the future will be to a large extent the measure of its pioneering success in the notably intractable area of Latin American book distribution. The great value of a pilot project is providing an example and exploring new frontiers. As a pilot project, enough has already been learned from CILA by the AAUP to make the same sort of operation applicable in Asia and Africa, where there is also a need for promotion dedicated to scholarly press material.

CILA thus points the way to other cooperative ventures for acquiring material from developing areas of the world where inadequate bibliographical control and a disorganized book industry pose acquisitions problems. For instance, at the first meeting of the Standing Committee on Cooperation in Acquisitions of the Ontario Council of University Librarians held April 16, 1971 at the University of Toronto Library, cooperative acquisition and collection planning were discussed with reference to African government documents.[31] The Cooperative African Microfilm Program and other acquisitions programs were discussed and a subcommittee of persons with interest and competence in African studies was set up to investigate further.

There is also the need to acquire another body of literature important for research centers concerned with Latin America--university theses. A few of these are printed by the various academic presses and so become obtainable through CILA, but most are issued in multiple copies by one of several copying processes. Only rarely are they distributed by the press of the university where the theses were written. Theses generally cannot be acquired through any commercial agent or distributor, and so arrangements must be made between institutions. In the large universities of Latin America, these can form a voluminous body of material. Certainly, they represent a signficiant phase of shcolarly life in Latin America and frequently provide data and opinions not readily obtainable elsewhere.

CONCLUSIONS

What broad conclusions, apart from the demonstrated need for such a program as CILA, can be drawn from this study of the crucial need for Latin American research material in Canadian universities, the difficulties of obtaining it, and CILA as a partial solution? The following three conclusions seem to suggest themselves.

THE IMPORTANCE OF COOPERATION

The success of CILA is a further manifestation of the need for and value of cooperation in library activities. CILA was founded on a basis of cooperation. It was sponsored by the AAUP and UNAM, and funding was received from the Ford and Rockefeller Foundations. It exists because universities and scholarly press publishers cooperate for their own advantage in supplying books at one end of the operation. At the distribution end, CILA is a cooperative acquisitions project to the same degree as LACAP, i.e., various libraries have placed standing orders for the books received by CILA,and it is this form of indirect cooperation in support of a central distribution and bibliographic agency which maintains CILA.

Together with the expansion of publishing facilities, an educational revolution is taking place in Latin America, and as a result the sheer amount of published material that is relevant for area studies programs is increasing rapidly. CILA covers an important but small part of the total. The enormity of the problems of vastly increased production of all kinds of publications, higher costs, difficulties involved in the cataloging and bibliographic control of old and new publications, and a larger and more exacting, research-oriented public to be served must inevitably force academic libraries into support of cooperative efforts such as CILA. As articulated in the Spinks report, the day of parochial pride in lone achievement by university libraries is over, and the future of scholarship in Ontario, and probably Canada, depends on the effectiveness of cooperative arrangements, whatever specific forms these may assume.[32]

No library venturing alone into the acquisition of Latin American library materials could ever have achieved the relative success that was

possible through cooperative efforts such as CILA or LACAP. Neither could any firm have made a financial success of the venture without the cooperation and assured support of a body of subscribing libraries. The minutes of the first meeting of the Standing Committee on Cooperation in Acquisitions of the Ontario Council of University Librarians[31] reveal an awareness among Ontario university librarians of the need for cooperation in major purchases and of the desirability of a cooperative collecting policy on regional collections. There was also considerable discussion concerning development of acquisition policy statements, both for individual libraries and for the system as a whole. OCPLACS, involving five Ontario universities, is another example of the recognition of the need for cooperation in the area of Latin American studies and the supporting library resources.[33] Not so very long ago there was practically no interest in Latin American studies in Ontario, and indeed very little elsewhere in Canada. It is therefore encouraging to see that in OCPLACS an imaginative approach through a consortium is being developed.

INITIATIVE AND CHANGE IN LATIN AMERICA

The second conclusion to be drawn from this study is the fact that CILA, by virtue of its unique origin, is a portent of great change in Latin America and of increased cooperation north and south in this hemisphere. In previous cooperative acquisitions schemes designed to bring foreign material into North American libraries, the initiative and effort have been on the part of librarians, publishers, and bookdealers in the United States. However, as Farmington Plan performance in Latin America only too clearly pointed out, the efforts of North American librarians, publishers, and booksellers cannot be completely successful until their Latin American counterparts come to realize that North American interest is real and continuing, and therefore assume some of the initiative themselves. CILA is uniquely different from the War Time Cooperative Acquisitions Project, the Farmington Plan, SALALM, and LACAP by virtue of the fact that the initiative leading to its establishment came as much from Latin America as from North America. CILA is a two-way street; not only do Latin American publications move north as in the other schemes, but Canadian and American university press publications go south. Equally important, CILA's operations are based in Latin America at Mexico City, which itself, because of its size and cosmopolitan character, represents something of a transition zone between North and Latin American cultures.

THE CULTURAL IMPORTANCE OF CILA

The third and perhaps broadest conclusion to be drawn is that projects such as CILA and the material it distributes have a cultural significance which transcends the library scene and facilitates the development of understanding and concern between the peoples of North and Latin America. It has been said that perhaps the "'spiritual trajectories' of the two cultures are not only different but so diametrically opposed that understanding--even the honest desire for understanding--quite possibly does not exist between

the two societies."[34] In this light, projects like CILA may help to break barriers far greater than those of limited editions and poor book distribution. Even when the library problems have been solved, there remains the problem of accurate interpretation of the data collected and made available to the scholar. In the study of underdeveloped and developing countries, one must be aware of tremendous cultural biases and poorly supported evaluations. It is for this reason that the extreme poverty of Canadian academic libraries for the support of Latin American studies is such a disaster area, and why CILA, by its provision on a continuing basis of scholarly books by Latin American researchers and scholars, is so peculiarly relevant to Canadian needs.

Through the scholarly books it distributes, CILA brings the opinions and ideas of leading Latin American scholars to North America, and conveys the opinions and ideas of North American scholars and researchers to Latin America. Acquisitions procedures, like any other library function, must not be an end in themselves. A responsible philosophy of librarianship must involve concepts of service to the community, whatever it be, and to culture in the diffusion of knowledge and understanding. CILA's implicit "ends" should be considered as well as its explicit "means." In providing an agency for the distribution of scholarly library material with a heavy concentration in the humanities and social sciences, CILA helps to provide librarians and scholars with the means to serve the ends of the Latin American area studies programs in universities. The aim of such programs is surely to produce people with an understanding and awareness of Latin America and its relationship to North America and the world at large. The words of Frank Wardlaw, former president of the AAUP, addressed to the Trans-Pacific Conference on Scholarly Publishing held in June 1962, have equal relevance to CILA and to librarians in the Americas:

> You can perform no greater service for the advancement of knowledge than by providing the means whereby other peoples of the world may understand your people--their history, art, literature, their hopes, their dreams. When we know these things about a culture different from our own, we feel more strongly than ever our involvement in mankind.[35]

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LIST OF ACRONYMS

AAUP	Association of American University Presses
ALA	American Library Association
CILA	Centro Interamericano de Libros Académicos
EDUCA	Editorial Universitaria Centroamericana
EUDEBA	Editorial Universitaria de Buenos Aires
LACAP	Latin American Cooperative Acquisitions Program
LASA	Latin American Studies Association
LC	Library of Congress
OAS	Organization of American States
OCPLACS	Ontario Cooperative Program in Latin American and Caribbean Studies
SALALM	Seminars on the Acquisition of Latin American Library Materials
UNAM	Universidad Nacional Autónoma de México

VITA

John S. Clouston is currently collections librarian for French, Spanish and Italian at the University of Western Ontario, London, Canada, a position he has filled since 1972. Prior to assuming his responsibilities for the development of that library's collections in the Romance languages and literatures, he worked with its Latin American collection.

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Mr. Clouston's special interests lie in the area of library collections and service for the Romance language countries of Europe and America. He has developed local guides to serial publications and reference material in the Romance languages and literatures, and has also attended several Seminars on the Acquisition of Latin American Library Materials (SALALM). He is particularly interested in Luso-Brazilian literature and culture.

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